

A Full Service Real Estate Development Company

Built for You





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Over 3 million square feet of strategically located properties

Harvey, Hanna & Associates is a driving force in providing the most unique and creative commercial real estate solutions in the industry today. After decades of sustained, successful relationships with tenants of our commercial and industrial properties, Harvey, Hanna & Associates (HHA) has grown to be more than a landlord. HHA is now a full-service Commercial Real Estate Development Company in the Mid-Atlantic region.

Featuring a unique mix of business experience, market expertise, and sense of community, HHA provides many options for companies looking to gain a competitive advantage in today's market place. From start-up entrepreneurs to Fortune 500 companies, HHA assists in the establishment of a foothold on the East Coast through custom real estate development.

With over 3 million square feet of strategically located commercial, industrial, and retail properties (from 3,000 sf short-term facilities to 1 million sf permanent locations), HHA delivers personalized solutions to suit long-term business requirements.



***Over the past decade,
HHA has maintained a
93% Occupancy Rate***

Hyatt Place Dewey Beach –
Delaware's first ever Hyatt Hotel

Our Competitive Edge

Location

HHA is continually acquiring new properties and redeveloping existing sites to offer unique opportunities for a diverse clientele. Solutions include options for Heavy Industrial, Light Industrial, Marketing, Distribution, Manufacturing, Retail, Hospitality, and Professional Services. With locations along the I-95, I-295, and I-495 corridors, HHA adds value to corporate leaders such as DuPont, FEDEX, and Iron Mountain - among many other prestigious companies - by enabling them to reach their clients in a cost-effective and timely manner. Providing companies with facilities located in the mid-Atlantic region, HHA strategically positions clients in the center of the wealthiest business corridor in the world.



- 1 Newport Industrial Park
South James and Water St
Newport, DE 19804
- 2 Twin Spans Business Park
Rt. 9 – Off I-95 / I-295 / I-495
New Castle, DE 19720
- 3 Lambson Lane
1001 Lambson Lane
New Castle, DE 19720
- 4 Delaware River Industrial Park
Harbor View Dr & Lambson Ln
New Castle, DE 19720
- 5 Belle Hill
189 Belle Hill Road
Elkton, MD 21921
- 6 Commons Blvd & Bellecor Dr
East Commons Blvd & Rte 141
Bellecor Drive & Route 141
New Castle, DE 19720
- 7 Creekwood Corporate Ctr
Rt. 141 and Basin Road
near I-95 Interchange
New Castle, DE 19720
- 8 Lighthouse Cove
Coastal Hwy & Dickinson St
Dewey Beach, DE 19971
- 9 Downtown Newport
Multiple Pad Sites
Market St, James St, Justis St
Newport, DE 19804
- 10 School Bell Crossing (Route 40)
Pad Site
Pulaski Hwy & School Bell Rd
Bear, DE 19701

Clients

Harvey, Hanna & Associates has proudly established relationships with many prestigious companies, ranging from sole proprietorships to major multinational corporations.

- DuPont
 - Five Below
 - Tire Rack
 - The Speakman Company
 - Philadelphia Gear
 - Nova Records
 - FEDEX
 - Wells Fargo Home Mortgage
 - Tile Market of Delaware
 - Art Guild, Inc.
 - iHeart Media Radio
 - Philadelphia Gear
 - Autopart International
 - Zenith Products Corp.
 - Total Trax, Inc.
 - Vineyard Vines
 - Waste Management, Inc.
 - State of Delaware
- And many more World-Class Organizations

Property Management

Committed to quality, through superior property management services

HHA provides superior property management 24/7/365. Our philosophy is to ensure that every property remains in great condition. From start-ups to Fortune 500 companies, HHA provides a wide-range of solutions attendant to specific needs. We pride ourselves on the overall maintenance of our properties, and understand the impact that building appearance and functionality have on tenant success.

We are proud to offer the following property management services:

- Ground Services
- Repairs
- Renovations
- Upgrades and Continuous Improvements
- Less than 1 hour Guaranteed Response Time
- Accessible 24/7

Consistent and reliable preventative maintenance, upgrades, improvements, and renovations propel HHA as the regional landlord of choice.

24 Hours a Day.
7 Days a Week.
365 Days a Year.



Creative Solutions

HHA understands the impact of a well-designed, functional and productive work space for your business. HHA proudly serves as a project manager from the leasing process, fit-out planning stages, and construction management through final occupancy. Serving as a one-stop shop, HHA has the creativity and experience to make any move or re-location a success. Custom space solutions are also available for any scenario. Recent custom solutions have included:

- Roof Raising
- Space Expansion
- Space “Rightsizing”
- Loading Docks
- Expanded Service Areas
- Office Space Transitions
- Personalized Multiple Tenant Re-Location
- Energy Efficient Upgrades

Harvey, Hanna & Associates, Inc.

Property Portfolio

Harvey, Hanna & Associates is continuing to pursue aggressive growth in the development of industrial, office, retail and hospitality commercial space. HHA offers an array of properties well-suited for any range of client needs.



Newport Industrial Park

Located at South James Street and Water Street
Newport, DE 19804

**231,669 square foot Industrial and Business Park
Buildings: 6**

Harvey, Hanna & Associates owns and operates 6 buildings in the Newport Industrial Park in Newport, DE. The Newport Industrial Park is located only minutes from I-95 and Rt. 141 in the heart of New Castle County. The Newport Industrial Park features a strong, evolving balance between manufacturing, science and technology, retail and wholesale operations, club sports and real estate entities - all of which make this a very active and high-energy business park.

Lambson Lane

1001 Lambson Lane
New Castle, DE 19720
**186,000 square foot
9.2 Acres**

Located at the Port of Wilmington, Harvey, Hanna & Associates owns, operates and manages 1001 Lambson Lane. This industrial space features office, warehouse and loading dock space with dockyard and ample employee parking. Strategically located near the Delaware Memorial Bridge, directly next to the Port of Wilmington, this property offers easy access to the Port and surrounding interstates and local highways.



Twin Spans Business Park

Rt. 9 – Located off of I-95/ I-295 / I-495
New Castle, DE 19720

**1.85 million square foot Industrial Park
and Distribution Campus
135 Acres
Buildings: 9**

Twin Spans Business Park offers convenient access to the Port of Wilmington, Delaware Memorial Bridge and the entire Eastern seaboard. Twin Spans also features an access boulevard with signal-controlled intersection on Route 9. The park has featured a presence of strong, nationally recognized companies (Five Below, Tire Rack, Zenith Products, Speakman Company) mixed with well-known regional entities.





Delaware River Industrial Park

Harbor View Drive and Lambson Lane
(near the Port of Wilmington)
New Castle, DE 19720
45 Acres
431,204 square foot Industrial Park
and Distribution Campus
Buildings: 6

Delaware River Industrial Park totals 45 industrially zoned acres located along Lambson Lane in New Castle, Delaware. The park is well situated and positioned near the Delaware Memorial Bridge, within a half mile of the Port of Wilmington and full interstate interchanges of I-95, I-295 and I-495. Delaware River Industrial Park is located further north than all competing industrial parks, making it closer to the rapidly growing Wilmington Central Business District and the Philadelphia metropolitan area.

Did you know? The Port of Wilmington presently ranks as the world's top banana port, the nation's biggest fruit and juice concentrate importer, and the operator of the country's largest dock-side refrigeration business.

Belle Hill

189 Belle Hill Road
Elkton, MD 21921
3 pad sites for sale or lease
40,000 square foot flex/warehouse pad site
70,000 square foot hotel (120 rooms)
7,000 square foot restaurant
28 Acres

This space is conveniently located at a major I-95 interchange near Elkton, Maryland, just minutes from the University of Delaware. The Belle Hill facility is considered by many as one of the premier logistics facilities in the mid-Atlantic region.

The Belle Hill site also features various development opportunities including, but not limited to: hotel, restaurant, commercial retail center, motor vehicle sales/service, and research and development.



Commons Boulevard and Bellecor Drive

East Commons Boulevard and Route 141
Bellecor Drive and Route 141
New Castle, DE 19720
70,483 square foot Industrial, Warehouse
and Office Space

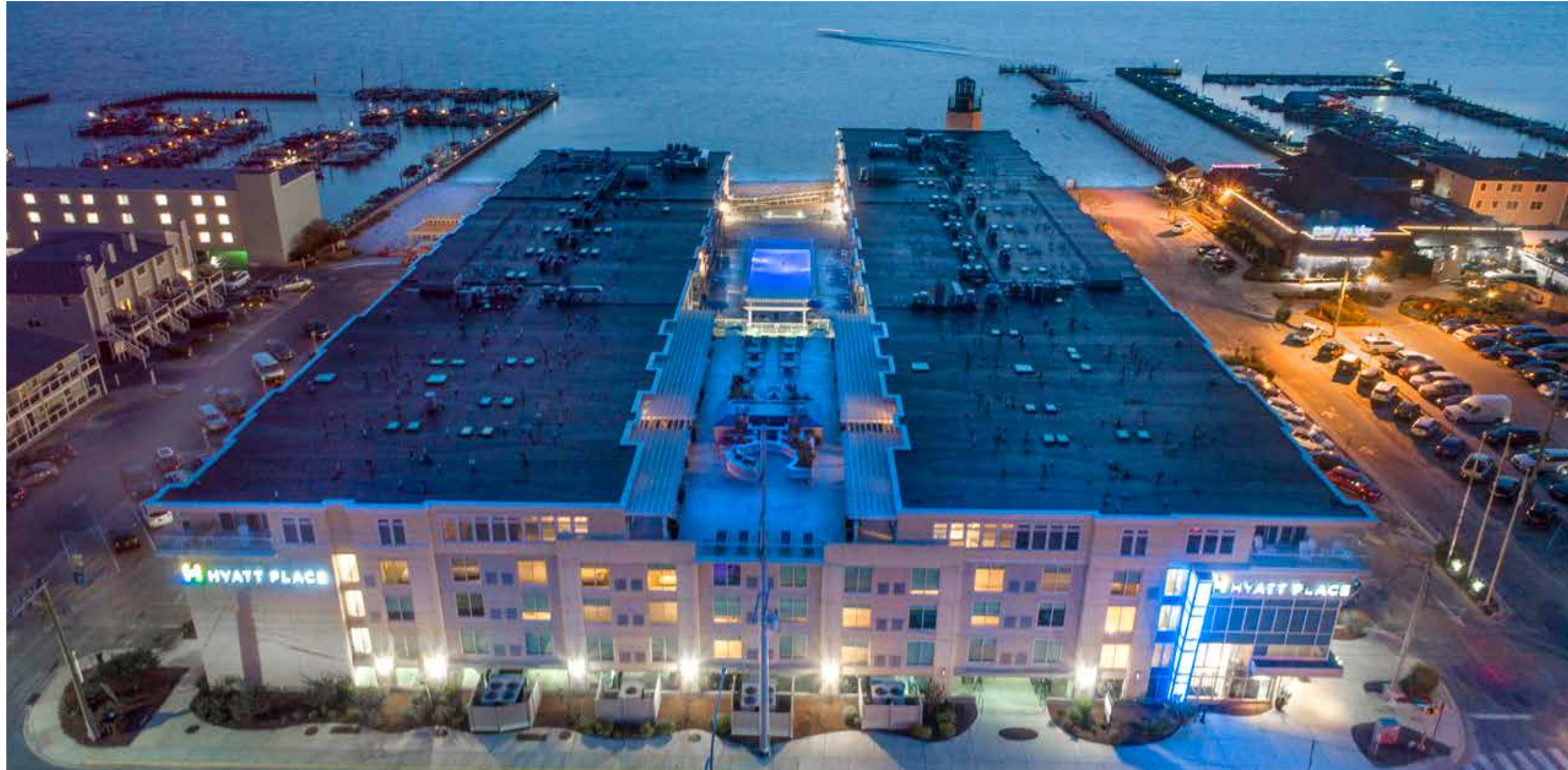
Harvey, Hanna & Associates owns, operates and manages multiple buildings positioned along one of the busiest intersections throughout the State of Delaware (65,366 Average Daily Traffic). The Commons Boulevard building is a two-story commercial space featuring office, light industrial and showroom configurations. Located directly behind a high-volume Wawa store on Route 141, this site provides tremendous access to Interstates I-95, I-295 and I-495 while also offering the attractive brand exposure from Route 141 daily traffic.

Bellecor Drive is located two city blocks away from the Commons Boulevard property and features two adjacent industrial flex spaces. The same advantages at Commons Boulevard apply to the industrial flex spaces on Bellecor Drive- seamless access with strong visibility. Currently these buildings have shop, retail counter, office and warehouse configurations.

Creekwood Corporate Center

Route 141 and Basin Road in New Castle
near the I-95 Interchange
New Castle, DE 19720
67,114 square foot Class "A" Office Complex
Buildings: 3

The Creekwood Corporate Center offers convenient access to Route 141, I-95, I-295 and I-495 while situated in the center of New Castle County in a business-campus setting just south of the City of Wilmington. Campus tenants include: iHeart Media Radio, State of Delaware, Johnstone Supply, Delaware Democratic Party along with many other regional and privately held entities.



Lighthouse Cove

Coastal Highway and Dickinson Avenue
Dewey Beach, DE 19971

Lighthouse Cove is a multi-phase, mixed-use redevelopment project that encompasses the Hyatt Place Hotel, residential condominiums known as The Residences at Lighthouse Cove, The Lighthouse Restaurant and Bar, Sunset Bar, Lighthouse Cove Event Center and an array of public amenities. The Lighthouse Cove project provides a positive economic impact to the entire region with its “Live, Eat, Play, Stay” resort-themed amenities. Lighthouse Cove is operated and managed by TKo Hospitality, an affiliate company of Harvey, Hanna & Associates specializing in hospitality management throughout the region. It is designed to become the Mid-Atlantic’s vacation destination for generations to come.

www.lighthousecovedeweybeach.com



Future Development



Downtown Newport

Multiple Pad Sites
Market Street, James Street, Justis Street
Newport, DE 19804

Harvey, Hanna & Associates intends to fully develop a brand-new Town Center Business District in the heart of downtown, Newport, DE featuring a wide range of residential, commercial, and mixed uses. The design concepts will additionally inspire a walkable "sense of place" in this area by incorporating dining, shopping, work and entertainment uses, creating a new destination

for New Castle County. Newport's location and accessibility within the Mid-Atlantic and Northeast region make it an ideal location for mixed-use development. This redevelopment effort also includes a potential Newport Trail along the Christiana River as well as a planned SEPTA Rail Stop on South James Street.



Our Story



Formed in 1997 by business partners and relatives, E. Thomas Harvey, III and Thomas J. Hanna, Harvey, Hanna & Associates, Inc. has successfully built and managed numerous industrial parks, business campuses, retail centers and hospitality destinations.

In the mid-1990's, Mr. Harvey was leading Harvey & Harvey, Inc., a regional, privately held solid waste hauling and recycling firm with an operational presence in many states throughout the mid-Atlantic. In 1997, Harvey & Harvey, Inc. merged with USA Waste, Inc., a public multi-national waste management company which later acquired Waste Management, Inc. Under Mr. Harvey's 20 year leadership, Harvey & Harvey sales had grown 100 fold, with a bottom line 10 times its original growth revenue in 1975.

Over the next six years and into the early 2000's, Harvey, Hanna & Associates, Inc. was formed and established itself within the commercial real estate industry by acquiring and developing three prominent business campuses and industrial parks (Delaware River Industrial Park, Creekwood Corporate Center and Twin Spans Business Park). Shortly after, HHA entered the commercial retail industry having redeveloped the Hockessin Shopping Center and the Limestone Shopping Center in Delaware. In 2013, HHA officially launched its hospitality division by opening Delaware's first ever Hyatt-branded hotel at Hyatt Place Dewey Beach as part of the Lighthouse Cove Redevelopment Project. Hyatt Place won Best Hotel in Sussex County by Coastal Style Magazine in 2016, 2017 and 2018. In 2017, HHA acquired the dormant General Motors Wilmington Assembly Plant on Boxwood Road, a major employer in New Castle County that had operated from 1947 until 2009. The site has been redeveloped entirely and repositioned as a new distributions/logistics campus.

Today, Harvey Hanna & Associates is considered one of the industry leaders throughout commercial real estate in the Mid-Atlantic region.



A family business since the 1940's

Affiliate Companies



TKo Hospitality

Launched in 2015

www.TKoHospitalitymgt.com

TKo specializes in hotel operations, construction and project management, food and beverage services for international and independent brand hotels. TKo develops partnerships with hospitality-based clients delivering exceptional results in terms of profitability, market share, guest satisfaction and increased asset value. TKo has extensive brand management experience working with Marriot Hotels, Hilton Hotels, Hyatt Hotels, IHG, Choice as well as Independents.



Big Box Buildings

Launched in 2017

www.BigBoxBuildings.com

Big Box Buildings is an authorized Nucor Building Products distributor and builder for the mid-Atlantic region. Big Box provides cost-effective, customizable steel building solutions for commercial building customers ranging from agriculture/storage, educational, energy, manufacturing, warehousing along with many other commercial industries. In 2019, Big Box Buildings was the #1 builder within the region for the Nucor Building Systems network.

Our Commitment To The Community



Harvey, Hanna & Associates has a sustained commitment to give back to Delaware and the surrounding community by supporting hundreds of local non-profit and youth-based organizations. In Delaware alone, HHA has contributed over \$1.5 million to local causes since the company formed in 1997. Business partners E. Thomas Harvey, III and Thomas J. Hanna firmly believe that supporting the local community serves as a key principle to the company's overall corporate mission. From generation to generation, philanthropy has consistently played a pivotal role throughout the company's evolution. Each member of the executive team at HHA currently sits on multiple boards at various non-profits, including but not limited to: Delaware Center for Horticulture, Newport Rowing Club, The Centreville School, Blackfeather Academy, Goodwill Industries of Delaware, Cathedral Choir School of Delaware, University of Delaware and Goldey Beacom College.

The tradition of giving back has remained a longstanding HHA core value since the early 1940's. To this day, the entire HHA organization demonstrates a leadership role in corporate philanthropy.



In an effort to consolidate the company's charitable efforts, Thomas J. Hanna and the HHA team created an in-house charitable organization, The Delaware KIDS Fund, in 2008. The Delaware KIDS Fund (Kids In Distressed Situations) was established to help at-risk children in Delaware who may face violence, abuse, learning disabilities, or other distressing situations. The Delaware KIDS Fund provides support to help overcome these challenges and offers children new opportunities to succeed. The Delaware KIDS Fund is a grass-roots, volunteer-driven initiative that operates on zero-overhead with 100% of all fundraising dollars designated to assist programs and services that directly impact at-risk children in Delaware. The team at HHA and The Delaware KIDS Fund continues to raise awareness about the critical needs of Delaware youngsters to the rest of the business community.

Programs include the KIDS Fund Annual Camping Out for Coats campaign (Operation Warm Newport) in which the team has worked with the local community to help purchase over 6,000 coats for 6,000 elementary school students at 12 different schools since 2017. The KIDS Fund has also managed

to open two school food pantries at local elementary schools as part of their KIDS Fund Hunger Initiative. They plan to open three more pantries over the next three years.



COMMUNITY RECOGNITION:

**Delaware Business
Times Family
Owned Business
Awards: Community
Involvement Award**

**Red Clay School
District Hall of Fame
Member**

**State of DE Governor's
Outstanding Volunteer
Award Recipient**

Why Do Business in Delaware?

Delaware, known as a Place of Endless Discoveries, is an exceptional place to work, live and play. Delaware's combination of industry-leading companies, strategic location and robust infrastructure amount to one thing: one of the nation's most concentrated manufacturing and logistical zones.

Top Reasons to do Business in Delaware

1. An efficient business climate that delivers proven results

- Delaware has an accessible and business-friendly government.
- Home to over 60% of Fortune 500 companies, Delaware enjoys the most powerful legal, governing and tax regulations for strategically positioning your company in today's business world.

2. Low Costs, High ROI

- Ranked America's No. 6 business environment by *U.S. News & World Report*.
- Cost of doing business is 16 percent below the national average.
- Ranked among the Mid-Atlantic's top three most affordable states.
- Delaware median household income 10 percent higher than the national average.
- High-wage job opportunities in lucrative industries.

3. Favorable Tax Climate

- Delaware has no sales tax, no personal property tax, no inventory tax, and no value-added tax (VAT).
- Corporate income tax rate of 8.7%, one of the most competitive rates in the Mid-Atlantic.

4. Innovation

- Building innovative solutions to deliver to the world: Delaware is the No.1 state for patents per capita
- Premier free-trade zone with alternative Site Framework, which allows individual businesses throughout the state to import, export, assemble, warehouse and distribute products using imported materials and reduce or eliminate customs duties and federal excise taxes.

5. Manufacturing goods industry is worth \$5 billion

- More than 96% of global exports come from manufacturing, encompassing Fortune 500 companies in chemical, advanced materials, agriculture and biosciences.
- Manufacturing leadership creating deep supply chains that support the market entry and growth of new businesses.

6. Transportation & Infrastructure – Delaware is part of the nation's seventh-largest metropolitan area.

- **Five airports** within proximity and Wilmington Airport (ILG) allow business class aircraft to operate seamlessly from Delaware.
- Interstates 95, 295 and 495 provide a network reaching 30% of U.S. consumers within a one-day drive.
- Delaware offers freight and commercial rail service to reach 50 million people within 250 miles, including: Norfolk Southern, CSX Corporation, and Amtrak.
- The Port of Wilmington is North America's leading fresh fruit port, with the largest dockside refrigerated complex on the continent serving more than 200 million consumers. Port capacity is expected to quintuple with Gultainer's \$600 million investment, creating the largest logistics facility in the mid-Atlantic.

7. Utilities & Energy

- America's No. 1 State for Fastest Internet, with electric rates up to 20% lower than other Mid-Atlantic states.

8. Quality of Life & Tourism

- Delaware is home to expanding arts, food, sports and outdoor recreational industries.
- From our sandy Atlantic Ocean beaches and dynamic towns to our global, multicultural residents, Delaware offers a fun, unique lifestyle.
- The Coastal Delaware resort towns in Sussex County generate nearly \$2 billion to the local economy, providing more than 18,000 jobs (16% of the county's total workforce).



Affiliations

Delaware State Chamber of Commerce
New Castle County Chamber of Commerce
New Castle County Economic Development Council
Rehoboth – Dewey Beach Chamber of Commerce
Delaware Small Business Chamber of Commerce
Wilmington and Brandywine Valley Visitors Bureau
Commercial Industrial Realty Council (CIRC)
Urban Land Institute – Delaware Chapter
Better Business Bureau – Delaware
Committee of 100
Delaware Press Association
Public Relations Society of America – Delaware Chapter
Port of Wilmington Maritime Society
New Castle County Association of Realtors
Sussex County Association of Realtors
Small Business Leadership Council
WILMAPCO (Wilmington Area Planning Council)
Dewey Business Partnership
Delaware Alliance for Non-Profit Advancement (DANA)
International Council of Shopping Centers (ICSC)
Building Owners and Managers Association (BOMA)
American Planning Association (DE Chapter)
Institute of Real Estate Management (IREM)



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